

# Target Market Determination

For the MIESF Choice Accumulation Product

Issued by Meat Industry Employees' Superannuation Fund Pty Ltd (Trustee)  
(ABN 58 005 793 199) (AFSL 239953) (RSE L0001434)

The MIESF Choice Accumulation Product in the Meat Industry Employees' Superannuation Fund (MIESF, Fund) provides a single investment strategy – High Growth. Insured death and total and permanent disablement benefits provided to eligible MySuper members of the Fund may be retained on selecting this Choice Product.

(MIESF ABN 17 317 520 544) (RSE R1004946) (USI 17317520544000) v3

## 1. About this document

This target market determination (TMD) seeks to offer consumers, distributors and staff with an understanding of the class of consumers for which this product has been designed, having regard to the likely objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumers must refer to the Product Disclosure Statement (PDS) and any supplementary documents when making a decision about this product.

### Product Disclosure Statement to which this target market determination applies

This TMD applies to the MIESF Choice Accumulation Product (High Growth Option) referred to in the following Product Disclosure Statement:

- o [Product Disclosure Statement – 30 September 2023 \(including the Additional Member Information Booklet – 30 September 2023\)](#)

## 2. Important dates

Date from which this target market determination is <b>effective</b>	30 September 2023
Date when this target market determination was <b>last reviewed</b>	28 September 2023
Date when this target market determination will be <b>next reviewed</b>	28 September 2024

## 3. Class of consumers that fall within this target market

The information below summarises the overall class of consumers that fall within the target market for the MIESF Choice Accumulation Product.

This MIESF Choice Accumulation Product is designed for consumers who:

- Have joined MIESF as a result of, wholly or partly, being employed by an employer that participates in the Fund (i.e., a standard employer-sponsor)
- Are not seeking a range of investment options
- Have a tolerance for a higher degree of risk and volatility
- Have a minimum investment horizon between five to seven years
- Expect a high level of exposure to growth assets over income assets
- Expect competitive fees and costs.

The MIESF Choice Accumulation Product is **not** designed for consumers who:

- Are Spouses of employees of a standard employer-sponsor of the Fund
- Are seeking a range of investment options
- Have a low appetite or tolerance for risk or volatility
- Have an investment horizon (or an intention to liquidate their investment in) less than five years
- Prefer to have a high level of defensive asset exposure and income over growth assets
- Are seeking a range of insurance options including voluntary additional levels of Death, Terminal Illness and Total and Permanent Disablement (TPD), or Income Protection cover.

### Product description and key attributes

The key eligibility requirements and product attributes of the MIESF Choice Accumulation Product are:

- Access to a single, high risk, high growth investment strategy for eligible members of MIESF (ie members other than Spouse members and Pension members) who do not wish to be invested in the Fund’s default MySuper product. The Choice Accumulation Product does not offer any other investment options.
- Flexible contribution options including the ability to make contributions in respect of spouses, subject to restrictions.

Death, Terminal Illness and TPD insurance cover is provided to eligible members of the Fund on joining, on a standard basis, as a feature of the Fund’s MySuper product (with the right to reduce the cover by 50% or opt out of insurance entirely). Any cover may be retained on choosing the High Growth option but is not a specific feature of the Choice Accumulation Product. Insurance cover is not available to ineligible members on application to the Insurer (based on Insurer underwriting, and voluntary cover cannot be (on application) added to the standard level of cover.

Members may elect to reduce any cover provided to them by 50% or opt-out of insurance cover entirely (i.e., it is not possible to opt out of death or TPD without opting out of the other).

### Objectives, financial situation, and needs

The table below sets out the class of customers that the High Growth investment strategy within the MIESF Choice Accumulation Product has been designed for.

#### High Growth Strategy

This strategy is designed for members who:

- Can tolerate a higher degree of risk and have an investment horizon of at least five to seven years.
- Have an investment objective of outperforming the median (middle-ranking) return of “growth” investment options in the SelectingSuper survey (net of investment related fees, costs and tax) over rolling five-year periods measured at each 30 June
- Seek to achieve capital growth over rolling seven-year periods (measured at each 30 June); and
- Seek to achieve a rate of return which exceeds the rate of inflation (as measured by the CPI) by at least 4% per annum, after allowance has been made for investment related fees, costs and tax, over rolling ten-year periods measured at each 30 June (the long-term return objective).

## Consistency between target market and the product

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the identified class of consumers. This includes consideration of any expected increases in the investment related fees and costs of the product (reflected in the product's investment performance) and whether the target market is appropriate if these product costs increase. It also includes consideration of the basis on which insurance cover is provided to eligible members (reflecting the likely nature of their employment, or work site, based on MIESF's standard-employer sponsor arrangements), which underpins the absence of more extensive insurance choices.

The MIESF Choice Accumulation Product:

- includes features and key attributes that are consistent with the likely objectives, financial situation and needs of the target market;
- has delivered positive financial outcomes to those within the target market in the past and it is likely to do so in the future.

## 4. How this product is to be distributed

### Distribution channels

The Choice Accumulation Product has been designed to be distributed (along with MIESF's MySuper product) through standard employer sponsors.

Only persons employed by a "standard employer-sponsor" (standard employer-sponsored members) are eligible to select the High Growth option. This option is not available to spouses of employer-sponsored members (eligible spouses are able to join the Fund but are invested in MIESF's MySuper product).

### Distribution conditions

The Choice Accumulation Product should only be distributed under the following circumstances:

- where a member has (or had) an employment relationship with a standard employer sponsor, and
- directly, by the trustee and its staff (not via third parties), including through telephone and other assistance (on a general information or advice basis) provided by the Trustee's Member Services Team and the distribution of promotional material (including via the Fund's website), and
- an online or paper based switching application is made by the member.

The Product Disclosure Statement (including incorporated documents) which contain information about the High Growth option are available via the Trustee's website. Members who join as a result of the Fund being an employer's default fund or by making a 'choice of fund' to a standard employer sponsor are given a PDS by the Trustee after they join the Fund.

### Adequacy of distribution conditions and restrictions

We have determined that the distribution condition will make it likely that investors who acquire this product are in the class of customers identified in this target market determination as the target market for the Choice Accumulation Product. Given the nature of the Fund's primary membership and the limited investment choice available in the Fund's Choice Accumulation Product, no other conditions or restrictions are considered necessary.

## 5. Reviewing this target market determination

We will review this target market determination in accordance with the below:

<b>Next periodic review</b>	28 September 2024
<b>Review triggers or events</b>	Any event or circumstances that arises that would reasonably suggest the TMD is no longer appropriate for the Choice Accumulation Product. This may include (but is not limited to):

- a material change to the design of the product (for example, alteration of the High Growth’s risk/return profile or other characteristics, expansion of the investment choices, the offer of voluntary insurance cover);
- a material change to the distribution channel for the product or the circumstances in which it can be distributed;
- occurrence of a significant dealing that is inconsistent with this TMD;
- distribution conditions are found to be inadequate;
- external events such as adverse media coverage or regulatory attention or action;
- significant changes in key metrics, including, but not limited to, declining total fund membership numbers, declining standard employer sponsors, or changes to external metrics (such as APRA’s Choice heatmap assessments);
- significant increase in investment switching (from the High Growth option to the MySuper product, or vice versa), in particular, declining number of members investing in the High Growth option;
- persistent or increased member complaints about the product, in particular, the investment strategy;
- an adverse member outcomes assessment for the product;
- significant market developments affecting the investment performance, asset allocation, risk level, liquidity or other characteristics of the High Growth option;
- a significant event that is likely to have a material effect on the likely objectives, financial situation and needs of the target market for the product;
- changes to legislation which materially impact the design and distribution obligations.

Where a review trigger has occurred and MIESF becomes aware that a review trigger has occurred, or an event/circumstance has occurred that would reasonably suggest that the TMD is no longer appropriate, this target market determination will be reviewed within 10 business days.

## 6. Reporting and monitoring this target market determination

The Choice Accumulation Product does not have third-party distributors and is internally administered. Although it is only available to employees or former employees of certain employers, joined to the MySuper product, employers are not involved in its distribution. Consequently, monitoring of this TMD is based on internal reporting and oversight.

<b>Complaints</b>	Complaints in relation to the product will be monitored to determine whether a review of the TMD is required.
<b>Investment performance</b>	Investment performance data in relation to the High Growth option will be monitored on a ongoing basis. Relevant external metrics (such as APRA assessments) will also be regularly monitored.
<b>Member transactional data</b>	Member transactional data (including withdrawal or switching data) will be monitored on a ongoing basis.
<b>Significant dealings</b>	<p>If the Trustee becomes aware of a significant dealing that is inconsistent with this TMD, the Trustee will provide written notice to ASIC as soon as practicable and, in any case, within 10 business days of becoming aware.</p> <p>In determining whether a there is a significant dealing that must be reported to ASIC, the Trustee will take into account all relevant considerations, including:</p> <ul style="list-style-type: none"> <li>○ the proportion of consumers who have acquired the product but are not in the target market; and</li> <li>○ potential/actual harm to consumers if consumers outside the target market acquire the product.</li> </ul>